

Message Text

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ACTION EB-07

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TAGS: BEXP, GE

SUBJECT: FORMAL OPENING OF DOW CHEMICAL EAST BERLIN OFFICE

REF: BERLIN 5902

1. DOW CHEMICAL HELD A RECEPTION AND LUNCHEON IN EAST BERLIN AUGUST 11 TO INAUGURATE FORMALLY THE COMPANY'S OFFICE HERE. SENIOR DOW REPRESENTATIVES PRESENT FOR THE OCCASION WERE DOW CHEMICAL EUROPE S.A. PRESIDENT CLYDE BOYD; GENERAL MANAGER, EASTERN EUROPE, ALEX CROSSAN; AND SALES MANAGER, EASTERN EUROPE, PETER COYLE. SENIOR GDR GUESTS AT THE MIDDAY RECEPTION HELD AT DOW'S OFFICE WAS DEPUTY MINISTER OF CHEMICAL INDUSTRY HANS ADLER AND FOREIGN TRADE MINISTRY DIRECTOR GENERAL SIEBOLD KIRSTEN WHO WAS STANDING IN FOR VACATIONING STATE SECRETARY GERHARD BEIL. AMBASSADOR COOPER ATTENDED THE LUNCHEON WHICH FOLLOWED.

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2. UNDER DISCUSSION DURING THE VISIT WERE FINAL DETAILS OF A TEN-YEAR COOPERATION AGREEMENT TO BE SIGNED SHORTLY BY DOW AND CHEMIE-EXPORT-IMPORT. THE AGREEMENT PROVIDES FOR MUTUAL SALES OF PRODUCT, PURCHASE BY DOW OF GDR CAPITAL GOODS, AND TECHNOLOGY EXCHANGE. ON THE LATTER POINT, DOW OFFICIALS INDICATED TO THE EMBASSY THAT THEY ACTUALLY HAVE LITTLE INTEREST IN TECHNOLOGY EXCHANGE, BUT INCLUDED LANGUAGE ON THIS POINT BECAUSE THE GDR WAS ANXIOUS TO HAVE IT.

3. THE GDR ATTEMPTED TO GET DOW TO SIGN THE AGREEMENT AT THE LEVEL OF DR. BEIL AND DOW CHEMICAL CO. PRESIDENT MERSZEI AND EXPRESSED DISAPPOINTMENT THAT MERSZEI WOULD NOT BE COMING TO THE FALL LEIPZIG FAIR, AS DOW HAD PREVIOUSLY INDICATED HE MIGHT. IT IS NOT PLANNED THAT THE AGREEMENT WILL BE SIGNED BY DOW EUROPE PRESIDENT BOYD AND DIRECTOR GENERAL GERHARD NITZSCHE OF CHEMIE-EXPORT-IMPORT IN EAST BERLIN AFTER THE FALL FAIR.

4. DOW OFFICIALS ALSO USED THEIR VISIT TO TRY TO STIMULATE THE INTEREST OF THEIR GDR HOSTS IN PURCHASING PRODUCTS FROM DOW'S PLANNED \$700 MILLION JOINT VENTURE PETROCHEMICAL COMPLEX IN YUGOSLAVIA; AND THE COMPANY HAS EVEN LONGER-TERM HOPES OF INTERESTING THE EAST GERMANS IN CONSTRUCTING A CHEMICAL PLANT THAT WOULD OPERATE PRIMARILY ON FEEDSTOCKS SUPPLIED BY DOW, WITH DOW BUYING BACK PART OF THE OUTPUT.

COOPER

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